

OF NOTE



A bunch of Potterheads

The forthcoming Harry Potter TV series has fans buzzing with excitement and recent data suggests that nobody is more excited than Utahns. According to a recent study from the Cultural Currents Institute, residents of the Beehive State are the unrivaled biggest fans of the franchise. In fact, their Google search data reveals that they search for the series more than 20 percent more frequently per capita than the next-closest state (Idaho). The state also ranks No. 1 in search volume for "The Lord of the Rings" and the "Twilight" series.

Industry News Briefs pages 10-11

Business Calendar page 15

Tooele to be home for Skytrac's \$27 million manufacturing plant

Brice Wallace
The Enterprise

A cable transport system producer will build a \$27 million manufacturing facility in Tooele.

Leitner-Poma of America Inc. engineers, manufactures, installs and services various types of ropeway systems for the ski industry, amusement parks and urban transport. Its offerings include surface lifts, chairlifts, gondolas, MiniMetro urban transport, trams, inclined elevators and industrial trams.

The 130,000-square-foot facility — the company's largest in the U.S. — is expected to open in 2024 and will serve as headquarters for Skytrac, a subsidiary ropeway manufacturer.

"This new Utah-based facility will allow us to continue to grow our American-made capabilities while expanding our existing headcount in Utah by up to 60 percent," said Daren Cole, president of Leitner-Poma. "New ropeway systems are rising at a record-setting pace worldwide. The output from this new campus, as well as our work to further onshore our supply chain, positions us to better meet the growing demand throughout the country."

In October 2021, the Governor's Office of Economic Opportunity (Go Utah) board approved a tax credit of up to \$2 million for the manufacturing expansion, based on the creation of 118 jobs over a decade. At that

see SKYTRAC page 18



An artist's concept drawing shows the Kem and Carolyn Gardner Learning and Leadership Building to be built in the business school complex on the campus of Utah State University in Logan.

New business building at USU to honor Kem and Carolyn Gardner

A new building on the Logan campus of Utah State University will honor prominent business leaders and philanthropists Kem and Carolyn Gardner. The building, to be named the Kem and Carolyn Gardner Learning and Leadership Building, will house much of the experiential learning programs of the Jon M. Huntsman School

of Business. It will join the Jon M. Huntsman Hall (primarily a classroom building) and the George S. Eccles Business Building (primarily an office building) in the business school complex.

see GARDNER page 18

Hansen leaving WTC for position with foundation

World Trade Center Utah is looking for a new leader.

Miles Hansen, president and CEO since mid-2018, has accepted an offer to join the Stirling Foundation, a Utah-based global humanitarian organization, as president and board director.

The WTC Utah board of directors has organized a search committee that is accepting applications through May 19 for WTC

Utah's next president and CEO. Hansen will lead the organization until a successor is named and will continue to serve on the board thereafter.

"Everything we do at WTC Utah is by, with, and through our many partners," Hansen said.

"This includes our board, businesses across the state, state leaders, and the many organizations we work shoulder-to-shoulder with to make Utah's economy more prosperous and resilient. Being a part of this team has been the honor of a lifetime, and I know the organization's best days are in front of it."

Hansen has been WTC Utah's third leader. Lew Cramer was its founding president and CEO, serving from 2006 through 2013. He was succeeded by Derek B. Miller, now the president and CEO of the Salt Lake Chamber and Downtown Alliance.

"When we recruited Miles to lead WTC Utah, we had high hopes, given his deep international expertise and success at the highest levels of foreign policy and international business," said Jon Huntsman, WTC Utah board chair. "Over the past five years, Miles has exceeded our greatest expectations, building on the success of his predecessors to make WTC Utah a global leader in facilitating international business."

"He built a phenomenal team, cultivated a collaborative culture, and strengthened a broad network of partners across the state and around the world who are committed to working tirelessly to fulfill our vision of



Miles Hansen

see HANSEN page 18



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CommonSpirit Health closes Utah hospitals acquisition, changes names

CommonSpirit Health, through its wholly owned subsidiary, Catholic Health Initiatives Colorado, has closed on its acquisition of five Utah-based hospitals, more than 35 medical group clinics and a clinically integrated network of care providers.

The Centennial, Colorado-based company also announced that as of the closing on May 1, the five hospitals will change names in a tribute to their Catholic heritage. The hospitals and clinics have been renamed in honor of The Sisters of the Holy Cross who opened Holy Cross Hospital, known today as Salt Lake Regional Medical Center, in 1875 to care for injured railroad workers and miners.

The five hospitals and their new names are Holy Cross Hospital – Davis (formerly Davis Hospital and Medical Center) in Layton, Holy Cross Hospital – Jordan Valley (formerly Jordan Valley Medical Center) in West Jordan, Holy Cross Hospital – Jordan Valley West (formerly Jordan Valley Medical Center-West Valley Campus) in West Valley City, Holy Cross Hospi-

tal – Mountain Point (formerly Mountain Point Medical Center) in Lehi and Holy Cross Hospital – Salt Lake (formerly Salt Lake Regional Medical Center) in Salt Lake City. In addition, the medical group will be called Holy Cross Medical Group. CommonSpirit characterized the name changes as “marking the return of faith-based health care to the region.”

As announced in February when the deal was first made public, the hospitals and clinics will be managed under Centura Health, a Christian-based health system that is part of CommonSpirit Health. Centura includes 20 hospitals, 260 clinics, more than 1,000 Centura Health Physician Group providers, urgent care and emergency centers, Flight For Life and more.

“I want to personally welcome the more than 3,100 incredible caregivers who are joining our connected ecosystem. Together, we have the opportunity to have a greater impact on the future of healthcare in Utah,” said Peter D. Banko, Centura Health president and CEO. “We believe healthcare is

better where we are, and today — as the power of one, amplified by 25,000 across the Rocky Mountain region — we renew our focus on creating health and wholeness for every community, every neighborhood and every life.”

All current Utah employees, who were in good standing, were offered roles with the Holy Cross operations at the close of the transaction. Additionally, close collaboration with Utah hospital leaders and caregivers is ongoing to ensure a seamless transition for patients and neighbors with no disruptions to their care, CommonSpirit said in a release.

“Our caregivers in Utah have built a rich legacy of high-quality, compassionate care that has spanned generations,” Banko said. “We look forward to extending that legacy by building whole person care and flourishing communities for many years to come.”

CommonSpirit Health is a nonprofit, Catholic health system founded in 2019 by Catholic Health Initiatives and Dignity Health. It has a team of over 150,000 employees and 25,000

physicians and advanced practice clinicians and operates 145 hospitals and more than 2,200 care sites across 23 states. In fiscal 2022, CommonSpirit had

revenues of \$33.9 billion and provided \$4.9 billion in charity care, community benefit and unreimbursed government programs.

Megabus adds western routes, partners with Salt Lake Express

Utah-based shuttle service Salt Lake Express has entered a partnership with Megabus, a major bus company based in Elizabeth, New Jersey. In addition to Salt Lake Express routes along the northern I-15 corridor, Megabus will now off routes across Idaho, Montana, Nevada, Utah and Wyoming, including daily trips to Boise, Idaho; Helena, Montana; and Reno, Nevada.

“We are thrilled about this opportunity to offer these new routes to Megabus customers,” said Jacob Price, owner of Salt Lake Express. “Our route map is extensive, and it’s all thanks to the many loyal communities and riders that we have. We currently run daily scheduled service throughout Idaho, Wyoming, Montana, Utah and Ne-

vada. We look forward to offering this service to our customers — and now Megabus customers — for many years to come. We are confident that our high level of service will serve this new customer base well.”

“We are delighted with this opportunity to team up with Salt Lake Express to offer new service to our customers,” said Colin Emberson, vice president, commercial for Megabus. “The partnership will allow us to expand throughout the Northwest and the addition of these 75 cities will bring our total network to more than 500 cities served in North America.” Salt Lake Express is a family owned business that opened in the 1993, offering both scheduled and charter services.

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Intermountain Health, Surgery Partners to collaborate on surgery centers

Salt Lake City-based Intermountain Health has signed a partnership agreement with Surgery Partners for the management of existing Intermountain Health ambulatory surgical centers (ASCs) in Utah and Idaho and development of ASCs in other select markets. Surgery Partners is a Nashville, Tennessee-

see-based surgery center management company focused on providing high-quality, cost-effective solutions for surgical and related ancillary care in support of both patients and physicians.

“We have chosen Surgery Partners because the organization is uniquely aligned with Intermountain Health’s vision to

provide extraordinary care and superior service at an affordable cost. Through this collaboration agreement, Intermountain Health will accelerate our efforts to add more ASCs in the communities we serve and to provide more affordable healthcare options,” said Dan Liljenquist, Intermountain Health’s chief strat-

egy officer. “Our ASCs provide high-quality outpatient surgical services, as well as diagnostic and preventive procedures, in a convenient and lower-cost setting for patients.”

“While Intermountain has a strong record of high-quality, effective and efficient operations across our care facilities, we recognize the tremendous value an experienced, best-in-class outpatient surgical center operator like Surgery Partners brings to the table,” said Mike Clark, executive lead of ASCs at Intermountain Health. “Combining their expertise and experience with ours will add significant value for our surgery patients and caregivers and will establish an operating model upon which we can build as we continue to expand outpatient care at other locations.”

“At Surgery Partners, our mission is to enhance patient quality of life through partnership,” said Eric Evans, CEO of the company. “Surgery Partners is an organization deeply committed to providing quality, compassionate, and personalized care, to meet the needs of our diverse patients, employees, and physician partners

in the communities in which we serve. We have tremendous alignment with and respect for Intermountain Health, an organization that shares our focus on providing high-quality affordable care to the communities we serve. We look forward to joining with Intermountain Health in their existing markets on this journey to improve healthcare delivery.”

Intermountain Health has locations in seven states and additional operations across the western U.S. It is a nonprofit system of 33 hospitals, 385 clinics, medical groups with about 3,900 employed physicians and advanced care providers, a health plans division called SelectHealth with more than 1 million members and other health services.

Surgery Partners was founded in 2004, and has more than 180 locations in 32 states, including ambulatory surgery centers, surgical hospitals and multi-specialty physician practices.

Housing starts, building permits down in Utah

According to a new study from Point2, an international real estate search portal that is a division of real estate software company Yardi Systems Inc., Utah is following the national trend of fewer building permits and housing starts. The report found that Utah had a drop of 19.4 percent in 2022 compared to 2021.

Point 2 said the most recent banking troubles, rising inflation and prohibitive mortgage rates are some of the issues affecting the current housing market. And the latest data supports the fact that the market is losing momentum: While the number of completed units has increased every year since 2012, permits and housing starts are dropping nationwide.

To get a deeper understanding of how housing construction and construction employment trends evolved over the past decade in Utah, Point2 analyzed historical data on permits, completed and started units, along with employment, incomes, and business data. The report is accompanied by an extensive resource page at <https://www.point2homes.com/news/residential-construction-data>, high-lighting the year-over-year changes in residential construction over the past decade in all the states and 384 U.S. metros.

The report said Utah saw a 22.92 percent increase in permits in 2021, mostly driven by a whopping 54.47 percent increase in multi-family permits as well as a smaller 9.51 percent increase in single-family permits. Out of the 39,058 permits issued in Utah, 11,642 were for the Salt Lake City metro alone. However, permitting activity in the state slowed down in 2022, falling 19.4 percent. Only 31,498 were issued last year. The decrease was most likely caused by a drop in permits for single-family and 2- to 4-unit buildings.

Permits have been on an

upward trend in Utah over the past decade. In fact, the 2022 drop is the first significant decrease since 2012.

2022 also saw Salt Lake City metro’s first drop since 2018. The number of permits decreased by 14.85 percent. This was likely caused by a slowdown in single-family authorizations, which make up a little less than half of the total number of units. On the other hand, permitting activity for units in multi-family buildings with more than five units increased, going from 5,290 permits in 2020 to 5,932 in 2022.

In line with the state’s overall trend, medium metros also saw year-over-year drops in the number of permits issued in 2022. Provo-Orem recorded a 25.93 percent decrease in number of permits, while Ogden-Clearfield saw a 33.7 percent

drop. Both metros saw increases of almost 40 percent in 2021.

Permits also went down in smaller metros like St. George and Logan — by 8.41 percent and 15.81 percent, respectively.

The study also found that, in Utah, the total number of employees active in the construction industry represents almost 8 percent of all active employees. That number kept growing for the past decade, going from 69,225 in 2012 to 130,158 in 2022. Construction-related businesses also grew by 56.19 percent in 2022 compared to 10 years ago, Point2 reported.

Nationwide, St. George and Provo-Orem are among the metros that have the highest shares of construction employees out of the number of employed people within the metro — above 10 percent.

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Survey: Most HR pros think it's just fine to hire someone who's been laid off

Bamboo HR, a Lindon-based cloud-hosted software platform for human resources, has released a new study that found 92 percent of human resources professionals are just as, or more willing, to hire someone who was laid off and 78 percent of employees don't think any more or less of them.

But, in today's economy, what does it take to land a new gig and how can companies attract the best talent? Bamboo's "Financial Anxieties, Layoff Fears: How U.S. Workers Feel About Their Job Prospects" report examines best practices for job finding, hiring and employee retention in 2023.

"This study answers some of the common questions that plague people after being laid off," said Anita Grantham, head of HR at Bamboo. "Employees often wonder if there was something wrong with them or if

they could have done anything differently. What they don't realize is that there are HR pros eagerly searching for the skills they offer and I'm glad we can shine some light on that reality and what HR pros can do to bring those talents in house."

Layoff Perceptions

"Getting laid off doesn't mean an employee is undesirable or unhirable. More than half of HR pros believe that uncertainty in the economy provides a larger talent pool of qualified candidates (55 percent) and an opportunity to pick up quality hires from other companies after downsizing (52 percent). However, HR and employees think some are more at risk for layoffs than others:

- When considering layoffs, 65 percent of HR professionals stick to a "last in, first out" mentality, with recent hires more likely to be laid off than longstanding employees.

- Employees believe marketing is first on the list of roles most likely to be laid off (31 percent), with customer-facing roles second in line at 30 percent.

- Boomers are the least likely to change their perception of someone who's laid off and Gen Z is the most likely to do so.

Best Practices for Getting a New Job

For professionals in the job market, traditional applications aren't enough to secure open positions. Candidates need to build in multiple touchpoints with HR pros and employees at organizations they desire to work for.

The tactics that HR pros primarily use to vet candidates for open positions include LinkedIn (43 percent), employee references (26 percent) and word of mouth/referrals (11 percent).

Job seekers shouldn't shy away from talking about their layoff. One in three HR leads are *more* willing to hire someone because they were laid off.

"Make sure your LinkedIn profile is current and highlights your experience in the market," said Grantham. "You're not damaged goods. Don't be afraid to tell your entire network you are looking for a job. Those are often the people who are talking to their HR lead and recommending quality hires. Never underestimate the power of employee references and word of mouth."

Transparency Attracts and Retains Talent

The Bamboo report found that in today's economy, more than anything, employees want to know what they are getting themselves into. Having a clear and respectful onboarding process and open and honest communication about compensation are keys to attracting and keeping people in 2023.

The study said:

- 83 percent of people have had bad experiences during hiring and/or onboarding for new jobs. Discrimination, ghosting and rude interviewers surfaced as common themes.

- 60 percent of people say honesty about the company's weaknesses and strengths is a top way to attract them.

- 75 percent of employees have thought about leaving a job in the last year and the top


reason (43 percent) is because their salary isn't keeping up with rising inflation costs.

- 70 percent of people say compensation transparency is the top way a company can attract them. Still, nearly half (49 percent) of HR professionals admit their company doesn't proactively provide total compensation details to candidates.

- When researching a potential employer, 68 percent of candidates look to see what benefits the company offers and 61 percent look into company culture but a third (36 percent) of companies aren't proactively providing information on benefit offerings to job candidates.

"Layoffs are continuing but that doesn't mean HR professionals get to sit back and cherry-pick talent," Grantham said. "HR transparency is more important than ever. Employees in the market today want clarity about what their worth is to their employer and what kind of company they are committing to. We have to double down on digital assets and in-person communications that clarify these important points for candidates."


BambooHR conducted this research using an online survey prepared by Method Research and distributed by RepData among 1,500 adults age 18-plus in the United States who are full-time office/computer workers. Among the sample, 500 respondents are in an HR functional management role.




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Port committee approves 1st loan

The Utah Inland Port Authority appointed the first members to its loan approval committee at a recent meeting. The committee is charged with recommending the terms and conditions of infrastructure loan agreements and making recommendations for infrastructure loans for UIPA board approval.

The makeup of the committee is dictated by the statutes passed by the state Legislature creating the port. The two committee members appointed by the governor are Duncan Evans, senior managing director of budget and operations for the Governor's Office of Planning and Budget; and Jonathan Ellis, assistant director of the Division of Finance at the Utah Department of Government Operations. Stuart Adams, president of the Utah Senate appointed Kirt Slauch, chief deputy state treasurer for the Utah state trea-

surer's office. Adams and House Speaker Brad Wilson jointly appointed Steven Allred, deputy fiscal analyst for the state. Wilson still has a final committee member to name.

"The commencement of a loan approval committee is a crucial step in laying the groundwork for the advancement of project areas," said Benn Buys, UIPA deputy director and chief financial officer. "The committee members' expertise will be instrumental in steering the intricate aspects and details of project areas forward."

The new committee elected Allred as committee chair and took up its first order of business. The members recommended that the authority approve an infrastructure loan to Commerce Crossroads for improvements in the newly designated Iron Springs Inland Port in Cedar City.



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Report: 85% of supply chain pros plan to invest in technology in the next year

Ivanti Wavelink, the supply chain business unit of South Jordan-based IT security company Ivanti, has released the results of a recent study titled “Heavy Lift: Supply Chain Trends for 2023.” The firm worked with more than 200 warehouse workers, drivers, line workers, warehouse managers, analysts, customer support specialists and executives to gauge the current state of the supply chain.

A key takeaway from the

survey is that technology increasingly plays an important part in productivity as labor challenges continue. The survey indicates it’s difficult — and critical — to get and keep the right people in the right roles, and respondents are looking to intuitive technology to help workers do their jobs as efficiently and effectively as possible.

Respondents’ concerns over labor shortages and enabling worker productivity were consis-

tent — and significant — throughout the study, Ivanti said. Time to train the workforce (52 percent) and high turnover (50 percent) were the most-noted workforce challenges. Additionally, 41 percent also cited the need for digital upskilling.

To help address these concerns, organizations are embracing technology and automation to enhance worker experience and productivity. Around 85 percent of respondents plan to invest

in new technology and/or build upon existing technology in the next year, with more than half (53 percent) indicating they intend to increase automation by up to 30 percent.

The right technology can be leveraged to make warehouse jobs easier, more efficient, more productive and with far less physical burden. The most-used tools were hand-held mobile computers with barcode scanners (58 percent) and tablets (50 percent). Wearable computers and automated picking tools are currently less-utilized but trending upwards, with respondents indicating that these tools are the top items they plan to invest in throughout the next year.

Tech that’s easy to deploy and is ultra-dependable could accelerate adoption. The survey says that

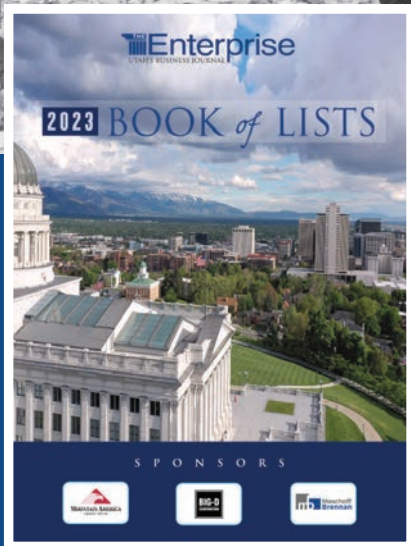
reliability/uptime is the biggest consideration when evaluating new tech (69 percent), but other concerns are close behind, with ease of deployment (67 percent), ease of learning (63 percent) and adaptability — characterized as a system that can quickly react to needed changes — (63 percent) the most cited.

“With the current shortage of available labor, many industries are better equipping their teams with technologies that help them optimize workflow. By embracing technology to help streamline operational efficiency, organizations can increase productivity, reduce costs, save time, and improve customer satisfaction,” said Brandon Black, senior vice president and general manager of Ivanti Wavelink.



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Vytalize buys physician group

Enhanced Healthcare Partners (EHP), a Salt Lake City-based healthcare-focused private equity firm, has announced that its portfolio company, Vytalize Health, has acquired a controlling stake in physician-led Independent Physician Association of New York (IPANY). The acquisition follows a \$100 million equity and debt capital investment in Vytalize led by EHP. EHP made its initial investment in Vytalize in March 2022.

Headquartered in Suffolk County, IPANY is one of the largest multi-specialty IPAs in the country, with more than 3,000 providers.

Vytalize is a value-based care platform created to help independent physicians and practices improve patient care and lower costs through evidence-based, data-driven medicine. Vytalize also took a controlling interest in IPANY’s management company, Practice Management of America, which provides clinical care manage-

ment, care coordination and administrative services across more than 1,000 locations.

“One year into our partnership, Vytalize has seen exceptional growth in its care delivery infrastructure and geographical presence,” said Samarth Chandra, a general partner at EHP. “EHP recognizes that additional capital and strategic M&A will further Vytalize’s momentum and drive sustainable relationships for its care delivery network, ultimately bettering the healthcare experience and empowering patients with their health outcomes.”

“Both Vytalize and IPANY have strong market presence within the Tri-State area and share a commitment to supporting independent physicians and patients,” said Vytalize co-founder and CEO Faris Ghawi. “IPANY’s provider base offers a great opportunity for Vytalize to grow its core business and expand into commercial and Medicare Advantage.”

Naser to lead ARW Engineers

ARW Engineers, a structural consulting firm in Ogden, has announced the promotion of Justin Naser to the role of president and CEO of the company. Naser, a 25-year veteran at ARW, has been a principal at the firm for the past eight years.

“[Naser’s] hard work and dedication have contributed greatly to ARW’s success, and we look forward to his continued leadership,” ARW said in a release.

Naser is a past president of Structural Engineers Association of Utah and continues as an active member.

ARW Engineers was established in 1969 and provides a full range of consulting services that include design and analysis of new structures, structural and seismic investigations and evaluation and upgrade of existing structures. Its staff of 31 includes 22 engineers.



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Give your small business a spring cleaning with these three financial tips

Spring cleaning season is upon us and it's not just about scrubbing baseboards and washing windows, but an important time for Utah small-business owners to get organized financially. From reviewing business expenses to managing cash flow and revising business plans, every business owner can benefit from a financial refresh. Below are three financial tips to help you stay on track this season.



MATT BLOYE

you may want to consider if a business line of credit would help bridge any gaps your business encounters in cash flow. Consider making time to meet with your banker for a spring financial review that includes an assessment of your credit needs. A banker can walk you through the available options, and help you choose the right credit options that make sense.

Remember: the more

you talk about your business, your needs and your goals, the better guidance you'll receive.

Dust off your business plan. Every small business should have a formal written business plan to help with business decisions and strategic planning. If you have one already, now is the time to do a quick review and consider updates to reflect your current business needs and goals. If you don't have one, set aside time to draft this important document.

From startup to succession planning, a business plan serves as a guide through the entire lifecycle of a business. An effective plan can help business owners prioritize how to spend their time and money, and how to set measurable goals. It also can help identify current or future obstacles so you can better anticipate and avoid potential risks. In addition, a business plan may help you obtain business financing. For example, to obtain an SBA loan or some larger business loans and lines of credit, lenders may require a formal business plan before extending credit.

Giving your small business a good spring cleaning is not only refreshing, but it's also a strategic and productive use of time. By updating your business plan, managing cash flow and organizing your finances, you'll find that your small business is ready to head into spring better prepared to grow and succeed.

Matt Bloye is the Wells Fargo Utah branch banking region director.

Review your business expenses. As a small-business owner, you're likely responsible for filing your taxes on a quarterly basis. If you don't already do this, consider establishing a separate bank account dedicated to your taxes and use it to set aside a monthly amount toward estimated taxes.

Also, keep business checking and credit accounts separate from personal accounts. This can help you maintain accurate and complete records of all business-related income and expenses and can help you plan accordingly for when tax payments are due.

If you're unsure about your estimated tax obligations, it's wise to consult a tax specialist who can advise you on the best calculation method for your business. They can also help you to properly track and record your earnings and deductions.

Stay in the green. Business owners know there are two essentials to keep a business running: profits and available cash. As spring can be a great time for growth, take action to ensure you are both profitable and maintaining a healthy cash flow. One best practice is to check your business cash flow every week and use this checklist. You may be profitable, but the profits may be stuck in accounts receivable. Focus on the timing of income and expenses to identify potential gaps and plan ahead to determine how much cash you'll need to cover potential challenges.

Nearly every small business will face a time when it needs more cash than it has on hand. During spring cleaning,



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Succeeding in Your Business

Should your LLC be managed by 'members' or 'managers'?

When setting up a limited liability company (LLC) for a new business, one of the hardest jobs is figuring out how the company should be managed.

In most states, LLCs can be set up in one of two ways, managed either by its owners (called "members"), similar to a general partnership; or by one or more managers (who may or may not also be members), similar to a corporation or limited partnership.

Like so many issues in this area, "one size" seldom fits all situations. You and your co-founders must think long and hard about how you will be working together, who will have responsibility for what decisions, who can devote more time to the business than others, and other political issues before you come up with the right solution. Generally, the "right solution" is a structure that reflects how the company founders will make decisions in real life.

Here are some common start-up scenarios, and how I normally

advise clients in these situations.

Scenario No. 1: The LLC is a tech company formed by three graduate students. The students (being millennials) all want to be "equal partners."

I have no problem setting up a member-managed LLC with equal ownership, but in this situation, I would insist on a "supermajority voting provision" in the company's operating agreement requiring the vote of 75 percent or 80 percent of the LLC members to approve any management decision. That way the members are "joined at the hip" and have to agree on everything. Otherwise, you have an unstable "shifting two-out-of-three majority" where members A and B approve one action, members B and C approve the next, and so forth.

Scenario No. 2: The LLC is an online retailer formed by a U.S. citizen, but with two minority partners based in India and China. The U.S. citizen will be the majority owner and the LLC will be set up in the U.S.

Since the LLC will operate in the U.S., the U.S. citizen should be able to make management decisions with a minimum amount of oversight from his overseas partners. I would set this up as a manager-managed LLC. The U.S. citizen would be the sole manager with broad and expansive powers. Major decisions (as in Scenario No. 1) would require a "supermajority" vote of the members so that at least one of the foreign partners would have a veto over major decisions such as mergers, venture capital rounds and bankruptcy.

Scenario No. 3: The LLC is a web-based business that wants to attract venture financing. The three founders are family members — a father and two sons. The two sons are going to run the business, but the father has all the money and wants to protect his investment in case the business fails.

I would recommend a manager-managed LLC, with all three family members as managers. Yes, the two sons could outvote their father, but as a practical matter, if he doesn't like being outvoted, he will hold back the money, so there's an incentive for everyone

to be on the same page.

I would also allow this LLC to issue "preferred equity membership interests" (similar to preferred stock in a corporation). The father would make capital contributions to the company either by purchasing preferred shares or lending money to the company via a "convertible note," which would convert into preferred shares if the company becomes successful (or if a later investor insists the company wipe this "founder debt" off of the books). Either way, if the company goes under, the father will be able to get his money out before anyone else does — although I wouldn't want to be invited to this family's Thanksgiving dinner afterwards.

Scenario No. 4: Two companies want to form an LLC "joint venture" to engage in a particular project. One company will provide the marketing and talent, the other the capital, with management decisions being made jointly.

This will be a manager-managed LLC, but there's no way to avoid 50/50 ownership of the LLC and a "board of managers" with an even number of members (one or

two from each company).

In this situation there needs to be a "deadlock" provision in the company's operating agreement stating clearly and unequivocally what should happen when the two companies disagree on a course of action. I am not a big fan of arbitration clauses, as arbitration these days can cost as much as a court case and finding an arbitrator who knows what he or she is doing ... don't get me started.

Unless the client has a better idea, I normally include a provision requiring mediation of any dispute with a third-party mediator acceptable to both parties, with a clause requiring the LLC to be dissolved and liquidated if a satisfactory resolution isn't reached within a reasonable amount of time (say, 90 or 180 days).

Then I sit back and hope and pray the client doesn't pick me as the mediator.

Cliff Ennico (crennico@gmail.com) is a syndicated columnist, author and former host of the PBS television series "Money Hunt."

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Industry Briefs

Industry Briefs are provided as a free service to our readers. Company news information may be sent to brice@slenterprise.com. The submission deadline is one week before publication.

ASSOCIATIONS

• The **Utah Aerospace & Defense Association** and **Deseret Unmanned Aerial Systems** have consolidated efforts to better collaborate and advocate on behalf of Utah's aerospace and defense industry. UADA will lead the organizations' respective efforts going forward, with Deseret UAS being restructured as UADA's newly created Advanced Aviation and Technology Committee. **Shawn Milne**, Deseret UAS board chair, will chair the AATC under the leadership of UADA President and CEO **Aaron Starks**. The UADA was established to solve the challenges associated with innovation, entrepreneurship, workforce development and supply chains for companies in the intelligence, space exploration, aerospace and defense sectors of Utah's economy. Deseret UAS has been dedicated to advanced air mobility since its founding in 2018.

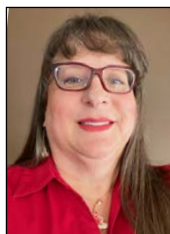
• **NACM Business Credit Services**, Salt Lake City, an affiliate of The National Association of Credit Management, has named **Erik Wright** of Spectrum Engineers as the chairperson of its board of directors. Other new board officers are **Shane Inglesby**, Geneva Rock Products, vice chairperson, and **April Tanner**, Kimball Equipment, as treasurer. Also, **D'Ann Johnson** of A-Cor Concrete Cutting was



Erik Wright



Shane Inglesby



April Tanner



D'Ann Johnson

elected to the board for a three-year term. NACM Business Credit Services is an advocate for business credit and financial management professionals.

CONSTRUCTION

• Ground has been broken for an expansion project adjacent to the **Washington County Children's Justice Center**, 463

E. 500 S., St. George. The project will strengthen access to trauma-informed services for children who have been victims of abuse and other crimes. The new building will house the Children's Justice Center's growing medical and mental health programs and will also provide training space for the center's multidisciplinary team that investigates and prosecutes child abuse cases in Washington County. The current Children's Justice Center building will continue to house forensic interviewing and victim advocacy services. The new building will be a public/private partnership. **Intermountain Health** has provided a land lease on the 1.22-acre parcel of land where the expansion will be constructed. **Washington County** has pledged \$2 million in American Rescue Plan Act construction funding. The final \$500,000 needed to complete the construction project is currently being raised in the community through a combination of grants and donations.



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DEFENSE

• **Ivy Estabrooke**, a senior innovation policy strategist at RTI International, has been appointed to the **Department of the Air Force Science and Technology Roundtable**, recently established by the National Academies of Science, Engineering and Medicine. Members will meet quarterly to consider challenges and opportunities associated with DAF's science and technology mission requirements and the research priorities of the Air Force Research Lab. Estabrooke has more than 15 years of experience accelerating the development and adoption of emerging technologies. Prior to joining RTI, Estabrooke held



Ivy Estabrooke

leadership roles in the public and private sector, including serving as a corporate board director at Energy Fuels Inc., founder of Odin Consulting LLC, and holding executive positions at IDbyDNA, PolarityTE and the Office of Naval Research. Estabrooke also was executive director of the Utah Science Technology and Research Initiative (USTAR).

DIRECT SALES

• **Young Living Essential Oils**, based in Lehi, has appointed **Steve Carlile** as chief marketing and digital officer. He will be responsible for the global marketing of the company. Carlile has more than 20 years of experience, most recently serving as chief marketing and digital officer at Younique.



Steve Carlile

DIVIDENDS

• The board of directors of **Medallion Bank**, based in Salt Lake City, has declared a quarterly cash dividend of 50 cents per share on the bank's Fixed-to-Floating Rate Non-Cumulative Perpetual Preferred Stock, Series F. The dividend is payable July 3 to holders of record June 15. Medallion is an industrial bank that is a wholly owned subsidiary of Medallion Financial Corp. It provides consumer loans for the purchase of recreational vehicles, boats and home improvements, along with loan origination services to fintech strategic partners.

• The board of directors of **Clarus Corp.**, based in Salt Lake City, has declared a regular quarterly cash dividend of 2.5 cents per share. The dividend will be paid May 19 to stockholders of record May 8. Clarus designs, develops, manufactures and distributes outdoor equipment and lifestyle products focused on the outdoor and consumer enthusiast markets. Its brands include Black Diamond, Rhino-Rack, MAXTRAX, Sierra and Barnes.

ECONOMIC INDICATORS

• **Salt Lake City** is ranked No. 99 and **West Valley City** is No. 191 on a list of "**Best Cities to Eat Local Food**," compiled by **LawnStarter**. It looked for cities with great access to community-supported agriculture, you-pick farms, local dairy farms and on-farm markets. It also considered the number of local food movement groups, among 17 metrics. The top-ranked city is Portland, Oregon. The No. 200 city is


Anchorage, Alaska. Details are at <https://www.lawnstarter.com/blog/studies/best-cities-for-locavores/>.

• **Utah** is ranked No. 5 on a list of "**Best States to be a Teacher**," compiled by **Scholaroo**. Utah is ranked No. 5 for student performance, No. 6 for work benefits, No. 10 for work environment, and No. 13 for both career accessibility and salary and compensation. The study showed the average teacher salary in Utah is \$58,619 and the average teacher pension is \$17,894. The top-ranked state overall is Washington. The bottom-ranked state is Florida. Details are at <https://scholaroo.com/blog/best-states-for-teachers-2023/>.

• **Utah** is ranked No. 1 on the **XPASS National 2023 Exercise Index**, a study of the market demand for gyms and fitness classes and Google search volume for beginner exercises, how to exercise and getting fit. The bottom-ranked state is Wyoming.

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EDUCATION

• **Utah Valley University** and **Mountainland Technical College** have announced an agreement in which licensed practical nurse graduates from MTECH can easily transfer their credits into the nursing program at UVU. Any MTECH nursing graduate in the LPN program in good academic standing can transfer into one of 24 newly added seats in UVU's Associate of Science Nursing program, where the incoming graduates will receive 22 UVU credits for their work at MTECH. The transfer students must pass the NCLEX-PN exam by the end of their first semester at UVU.

• The **University of Utah's** video games program recently had the "**EAE Launch**" event in-person after three years of being online-only. During the event, students from the UofU's Entertainment Arts and

Engineering video game program showcased the video game creations they have worked on during the past year. The event happens every fall and spring.

EXPANSIONS

• **Truivy**, a Draper-based company offering health-focused products, has expanded into South Korea. It now is in 14 countries. The company said the launch in Korea opens the door to possible expansion in other Asian markets in the future.

GOVERNMENT

• **Small businesses in Utah** have above-average potential to benefit from up to \$400 billion in refundable tax credits through the **Employee Retention Credit** program, with the average refund being \$74,000 for qualified businesses, according to an analysis by **Lendio**. Its review of internal and SBA data indicates businesses in Utah are most likely to qualify for the Employee Retention Credit based on being above average in areas such as average number of qualifying quarters, percent of the qualifying quarters revenue was impacted, percent of the qualifying quarters a government order impacted that industry, percent of the time there was no government order and average last date of government order. The ERC was signed into law as part of the CARES Act to provide relief during the COVID-19 pandemic. It allows qualifying small businesses who retained W-2 employees throughout 2020-2021 to claim up to \$26,000 per W-2 employee.

• **Salt Lake County** has announced \$1.1 million in **turf conversion grants** for seven cities in the Salt Lake Valley: **Bluffdale, Riverton, Sandy, South Jordan, Taylorsville, West Jordan and West Valley City**. Using funds from the American Rescue Plan, post-performance grants will be distributed to 21 approved projects across seven cities to support conversion of turf on municipal property to water-efficient landscaping. In all, the projects of the participating cities will remove 412,000 square feet of non-functional turf, saving 9 million gallons of water annually. The effort is part of a collaboration with **Salt Lake County, Jordan Valley Water Conservancy District** and the **Utah League of Cities and Towns** to supply resources to support water conservation.

Industry Briefs

from previous page

INSURANCE

• **Regence BlueCross BlueShield of Utah** has appointed **Dr. Anthony Dowidowicz** as executive medical director. He will lead the implementation of clinical strategies and drive performance, cost-effectiveness and quality across Utah's health plan. He will also collaborate with employers offering Regence insurance to develop competitive benefit strategies and enhance plan management in support of their business objectives. Dowidowicz most recently served as strategic medical director for Blue Cross Blue Shield of Illinois. He previously served in various leadership roles, including chief medical officer for Adirondack Health and executive medical director at St. Joseph's Treatment and Recovery Centers, both in New York. He also has been involved in treating substance use disorder since the opiate epidemic emerged.

INVESTMENTS

• **Giddy**, a Draper-based smart wallet company, has raised \$6.9 million in a new round of funding. Among the round participants were Fortnite co-cre-

ator **Jeremy Mustard**, **Pelion Venture Partners**, **Peak Capital Partners**, **Clarke Capital** and other partners focused on building Web3. The company said the new capital raised will be used to further its mission of bringing easy crypto DeFi adoption to the masses through its recoverable self-custody smart wallet technology. The investment brings Giddy's total amount raised to more than \$15 million, following an \$8 million-plus funding round led by Pelion in 2022.

• **RevRoad**, a Provo-based venture services firm, has announced an expansion to Florida, where **Tony Allen** will serve as president. It is the company's first activity outside of Utah.

• **Elan Growth Partners LLC**, based in Park City, has appointed **Zach Oseran** as principal. Oseran will initially be based in Northern California, a new geographic region for Elan, and his primary responsibilities will be identifying, analyzing and executing investment opportunities and supporting portfolio company

investments. Oseran's experience includes being an investor with NextWorld Evergreen and with Helen of Troy in roles spanning corporate development, M&A and finance.

LAW

• **Foley & Lardner LLP** has announced that **Jeffrey "Jeff" Bowman** has joined its Salt Lake City office as partner in the Transactions Practice Group and Innovative Technology Sector. He joins from VLP Law Group. Bowman has experience representing emerging growth companies, entrepreneurs and investors, primarily in the areas of corporate, securities and M&A. His representation of companies spans the entire corporate life cycle, from formation to exit.



Jeffrey Bowman

PARTNERSHIPS

• **Goosehead Insurance Inc.**, a Texas-based personal lines insurance agency, and **Vivint Smart Home**, a Provo-based smart home company, have announced a partnership to innovate and enhance home insurance solutions. The collaboration is designed to simplify the process of protecting and securing homes for consumers and help them to reduce claims and losses. The companies will collaborate to develop innovative services and offerings that leverage the latest advancements in smart home technology and insurance services, allowing for more personalized options for clients to save on home insurance. As part of the partnership, Goosehead entered into a letter of intent to acquire Vivint Insurance Agency's current book of business and provide service and support for Vivint's insurance clients as Vivint shifts its insurance strategy to a partnership model.

PHILANTHROPY

• **Altabank**, based in American Fork, recently committed to financially back Great Salt Lake conservation efforts with the company and **Real Salt Lake** teaming up for "Saves for the Great Salt Lake," to bring awareness and support to the community initiative. "Saves for the Great Salt Lake" promises to donate \$100 to Great Salt Lake conservation efforts for every save made by a Real Salt Lake goalkeeper during the 2023 MLS season. Altabank also recently announced a \$50,000 commitment, directing \$25,000 to facilitate water transactions and projects to improve lake water levels, through the Great Salt

Lake Watershed Enhancement Trust, co-managed by The Nature Conservancy and National Audubon Society, and \$25,000 to Great Salt Lake protection projects led by TNC.

• **Tranont**, a Lehi-based company focused on health products, recently hosted a community project in partnership with the nonprofit organization **Sleep in Heavenly Peace** and **JobNimbus** to build 40 bunk beds for Utah kids. The donated beds will go to local children currently sleeping on the floor or couches.

REAL ESTATE

• **Ready Set Sell My Home** has entered the Utah real estate market. The company makes cash offers to homeowners who want to sell a house, land, townhome, condo or apartment that they no longer want.

RECOGNITIONS

• **Eight Utah minority business leaders** recently were honored for creativity and innovation by the **Hardware Creative Collective**, a community of creatives. The collective hosts an annual private gathering to honor creatives leading across Utah's business community and recognize the creative talents of community leaders, entrepreneurs, and business owners representing a diversity of backgrounds, cultures and industries. Honorees are **Stacy Bernal** of See Stacy Speak LLC, a Comcast Business customer; **Mario Castillo** of Ironwood Mill; **Brandy Farmer** of Centro Civico Mexicano; **Fisi Moleni** of Foundations LLC; **Hoan Nguyen** of Dragonfly Wellness and Sapa Investment Group; **Katlyn Addison** of Ballet West; **Khosrow B. Semnani** of

S.K. Hart Management; and **Ashley Bell** of Redemption Holding Co., a group of investors behind establishing a black-owned bank headquartered in Salt Lake City.

SERVICES

• **Aptive Environmental**, a Provo-based pest control company, has hired **Mark Lawrence** as chief financial officer. Lawrence recently served as CFO at Nu Skin Enterprises Inc. Prior to Nu Skin, he served as the head of finance for Amazon's Lab126. Lawrence also held senior leadership roles covering finance and operations at 3Com, Brocade, Polycom and Vivint Smart Home.



Mark Lawrence

TECHNOLOGY

• **Weave**, a Lehi-based company offering a customer communication and engagement platform for small and medium-sized businesses, has hired **Marcus Bertilson** as its first-ever chief strategy and services officer. Bertilson will be responsible for overseeing strategy, customer onboarding, customer support and customer success teams. Bertilson has nearly two decades of revenue growth and strategy experience, most recently serving as senior vice president of revenue and strategy at Thumbtack. Prior to that, Bertilson was an engagement manager at McKinsey & Co.



Marcus Bertilson

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Corporate Financial Reports

The following are recent financial reports as posted by selected Utah corporations:

Medallion Bank

Medallion Bank, based in Salt Lake City, reported company-record net income of \$21.4 million for the first quarter ended March 31. That compares with \$18.8 million for the same quarter a year earlier.

Medallion Bank is an industrial bank that is a wholly owned subsidiary of Medallion Financial Corp. It provides consumer loans for the purchase of recreational vehicles, boats and home improvements, along with loan origination services to fintech strategic partners.

The company said net interest income in the quarter totaled \$44.3 million, compared to \$37.2 million in the prior-year quarter. Total assets at the end of the quarter were \$2.1 billion.

"We are happy with the start

to the year and continue to position ourselves for the future," Donald Poulton, president and CEO, said in announcing the results. "In the first quarter, recurring loan losses in our home improvement portfolio fell from fourth-quarter levels, and a large portion of our recreation portfolio charge-offs were non-recurring and related to our adoption of CECL.

"We also had material medallion loan settlements and recoveries this quarter that reduced provision and boosted earnings. Medallion loan recoveries are difficult to predict, and we expect variability for the rest of 2023."

Poulton also said Medallion is "fortunate that our deposits are concentrated in brokered deposits that have no right of voluntarily withdrawals. Our deposits are also acquired to fund our loan growth, which differs from a typical bank that acquires assets to use its available deposits. A consequence of this is a relatively small invest-

ment portfolio and related unrealized gains or losses. We believe our business model to be resilient under a wide variety of conditions."

Merit Medical

Merit Medical Systems Inc., based in South Jordan, reported net income of \$20.7 million, or 36 cents per share, for the first quarter ended March 31. That compares with \$10.5 million, or 18 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$297.6 million, up from \$275.4 million in the year-earlier quarter.

Merit Medical is a manufacturer and marketer of healthcare technology. It has about 7,100 employees worldwide.

"We delivered 9.8 percent constant currency revenue growth in the first quarter of 2023, exceeding the high end of our expectations, driven primarily by better-than-expected growth in both the

U.S. and international markets during the month of March," Fred P. Lampropoulos, chairman and CEO, said in announcing the results.

"We also delivered significant year-over-year improvements in profitability with non-GAAP gross and operating margins of 50.1 percent and 16.1 percent, respectively, and more than 20 percent growth year-over-year in both non-GAAP net income and non-GAAP earnings per share."

SkyWest

SkyWest Inc., based in St. George, reported a net loss of \$22 million, or 45 cents per share, for the first quarter. That compares with net income of \$17.7 million, or 35 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$691.8 million, down from \$735.2 million in the year-earlier quarter.

SkyWest Inc. is the holding company for SkyWest Airlines and SkyWest Leasing, an aircraft leasing company. SkyWest Airlines has a fleet of approximately 500 aircraft connecting passengers to over 230 destinations throughout North America.

"We are making solid headway in our production and performance objectives," Chip Childs, CEO, said in announcing the results. "We continue to experience exceptionally high demand for our products and appreciate the ongoing engagement from each of our partners. I also want to thank our people for their great work in delivering both an outstanding product and exceptional reliability through the challenging first quarter."

Overstock.com

Overstock.com Inc., based in Salt Lake City, reported a net loss of \$10.3 million, or 23 cents per share, for the first quarter ended March 31. That compares with net income of \$10.1 million, or 21 cents per share, for the same quarter a year earlier.

Revenue in the most recent quarter totaled \$381.1 million, down from \$536 million in the year-earlier quarter.

Overstock.com is an online furniture and home furnishings retailer and technology-focused company.

"The team delivered positive adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) for the 12th consecutive quarter," Jonathan Johnson, CEO, said in announcing the results.

"I am pleased with their efforts to accomplish this in a challenging environment. Our revenue trend improved each month during the quarter, with a more meaningful improvement in late Q1. Import-

tantly, our home-only revenue trend slightly improved in Q1 after stabilizing over the prior two quarters. We continued to navigate a highly competitive landscape to deliver healthy gross margins. While the economic and consumer environment remains uncertain, our strong cash position allows us to focus on executing our plans for the year and continue to deploy new strategies to drive growth."

Utah Medical Products

Utah Medical Products Inc., based in Salt Lake City, reported net income of \$4.2 million, or \$1.16 per share, for the first quarter ended March 31. That compares with \$3.5 million, or 96 cents per share, for the same quarter a year earlier.

Net sales in the most recent quarter totaled \$12.5 million, up from \$12.3 million in the year-earlier quarter.

Utah Medical Products develops, manufactures and markets disposable and reusable specialty medical devices.

FinWise

FinWise Bancorp., based in Murray, reported net income of \$3.9 million, or 29 cents per share, for the first quarter ended March 31. That compares with \$9.4 million, or 70 cents per share, for the same quarter a year earlier.

In the most recent quarter, loan originations were \$900 million, compared to \$2.5 billion for the first quarter of the prior year. Net interest income was \$12.1 million, compared to \$13 million for the first quarter of the prior year. Net income was \$3.9 million, compared to \$9.4 million in the year-earlier quarter.

FinWise Bancorp is the parent company of FinWise Bank.


"We continued to leverage our resilient, differentiated and diverse business model to effectively navigate the challenging macroeconomic backdrop," Kent Landvatter, chairman, CEO and president, said in announcing the results. "We remain laser-focused on balancing the trade-off between loan growth and credit quality while managing capital prudently. As we look ahead, we anticipate industry-wide slowdown in loan originations to persist as we move through 2023."

"We will also continue to source new business opportunities, and invest for future growth while striving to maintain a strong capital and liquidity position. While this approach is expected to have an impact on our results in the current year, we believe it will enable us to emerge even stronger when the economy improves. We also believe these efforts will result in the creation of shareholder value over time."

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Altabank EVERYDAY ENTREPRENEUR PROGRAM

The Altabank Everyday Entrepreneur Program leads innovators through a 10-week program that helps you turn ideas into businesses. In partnership with Salt Lake Community College, this course will help you test your idea, create a brand, and plan for success. \$400 Members / \$600 Nonmembers

KeyBank BUSINESS ACCELERATOR

The Key Bank Business Accelerator is a proven 10-course series that helps small business owners and managers prepare for strategic growth. Entrepreneurs will learn about risk, strategy, sales, financial systems, management, customers & competitors, employees, growth, and more. \$500 Members / \$750 Nonmembers

clearlink BUSINESS MASTERY

The Clearlink Business Mastery is our mini-MBA for entrepreneurs and is ideal for graduates of our Accelerator OR if you have been in business for 5+ Years. This 10-course series is designed for ambitious business owners who are ready to accelerate revenue growth, achieve operational excellence and transform managers into inspiring leaders who work to deliver results. \$750 Members / \$1000 Nonmembers

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Calendar

Calendar listings are provided as a free service to our readers. Information about upcoming events may be sent to brice@slenterprise.com. The submission deadline is one week before publication.

May 8, 9 a.m.-1 p.m.

“Emotional Prosperity Summit: Headspace in the Workplace.” Event is designed for business executives, community leaders, healthcare professionals and educational stewards to broaden their awareness of mental health, emotional prosperity, and the resources available in the community. Location is Utah Valley University, 800 W. University Parkway, Sorensen Center, Orem. Details are at thechamber.org.

May 9, 7:15-9 a.m.

ACG Utah Breakfast Speaker Series, an Association for Corporate Growth Utah event. Speaker is Jordan Wright, co-founder and CEO, Atomic Financial. Location is Marriott, 220 S. State St., Salt Lake City. Free for members, \$30 for nonmembers. Details are at <https://www.acg.org/utah/events/utah-may-9-breakfast-speaker-series>.

May 9, 7:30 a.m.-3 p.m.

Salt Lake SHRM Annual Employment Law Symposium. Location is Sheraton Salt Lake City, 150 W. 500 S., Salt Lake City. Cost is \$195 for members in advance, \$260 at the door; \$245 for nonmembers, \$310 at the door; \$110 for student members of SLSHRM. Details are available by emailing admin@slshrm.org.

May 9, 9-11 a.m.

“Pay the IRS Less Without Going to Jail,” a Small Business Development Center event that takes place online. Cost is \$16. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 9, 11 a.m.-1 p.m.

“Public Speaking Basics,” presented by the Women’s Leadership Initiative of ULI (Urban Land Institute) Utah. Speaker is Monica Rafferty, commercial real estate agent, InterNet Properties. Location is Industry SLC, 650 S. 500 W., Salt Lake City. Cost is \$40. Details are at <https://utah.uli.org/events-2>.

May 9, 11:45 a.m.-1 p.m.

2023 Legislative Session Recap, a Point of the Mountain Chamber of Commerce event. Location to be announced at thepointchamber.com.

May 9, noon-2 p.m.

“Social Media, Building Your Team & Resources,” part of the “Ms. Biz” series presented by the Women’s Business Center of Utah. Instructors are Sarah Barstow and Jana Hassett. Event takes place online via Zoom. Free. Details are available by contacting Sarah Barstow at sarah@wbcutah.org.

May 10-11

“Accelerate: The Global Ecommerce Acceleration Summit,” a Pattern event. Headline speaker is Jessica Alba, actress and founder and chief creative officer at The Honest Co. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$350 (\$300 for teams). Details are at accelerationsummit.com.

May 10-11

Third Annual Utah Trails Forum Conference, focusing on big ideas for trails, solving issues related to trail projects, and learning and sharing through workshops and sessions. Keynote speaker is Morgan Sjogren, author and explorer. Location is Snow College, Richfield. Early-bird cost is \$99. Details are at <https://recreation.utah.gov/events/utah-trails-forum2023/>.

May 10, May 31 and June 14

“Let’s Talk Upward Mobility: Three Issues That Impact Every Employers’ Bottom Line,” a Salt Lake Chamber event for members only and designed for human resources leaders and C-suite executives. Activities take place 9-10:30 a.m. May 10 session is “Utah’s Benefit Cliff and Barriers to Recruitment and Retention.” May 31 session is “How Employee Well-Being Impacts Your Company’s Productivity.” June 14 session is “Obstacles to Entering or Re-Entering the Workforce.” Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Cost is \$179 for all three sessions. Details are at slchamber.com.

May 10, 11:30 a.m.-1 p.m.

“Let’s Do Lunch,” a South Valley Chamber of Commerce event. Speaker Thurl Bailey, former NBA player, businessman and Utah Jazz game analyst, will discuss “Building a Winning Team.” Location is JATC, 12723 Park Ave., Riverton. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

May 10, 6-7:30 p.m.

“Online Marketing Fundamentals,” a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 11, 8 a.m.-1 p.m.

Home-Based and Small-Business Conference, a Box Elder Chamber of Commerce event. Location is Utah State University’s Brigham City Regional Campus, 989 S. Main St., Brigham City. Cost is \$40. Details are at boxelderchamber.com.

May 11, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a Davis Chamber of Commerce event. Speaker Ryan Spelts will discuss “The Power of Knowing Your Who and Why in Marketing.” Location is Warehouse 22, Suite A, 1068 W. 350 S., Syracuse. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

May 11, noon-1:30 p.m.

Membership Luncheon, a Utah Valley Chamber of Commerce event. Location is The Rose Room at Thanksgiving Point, 2002 Thanksgiving Way, Lehi. Cost is \$20 for members, \$30 for nonmembers. Details are at thechamber.org.

May 11, 3:30-5:30 p.m.

Folsom Trail Tour, a ULI (Urban Land Institute) event featuring the Folsom Trail, an off-street, paved walking and bicycling path completed in 2022. Speaker is Brian Tonetti, founder and executive director, Seven Canyons Trust. Tour begins at Red Iguana II, 866 W. South Temple, Salt Lake City. Cost ranges from \$30 to \$50. Details are at <https://utah.uli.org/events-2/>.

May 11, 5-7 p.m.

“Business After Hours Mixer,” a Park City Chamber/Bureau event. Location is Premier Pet Lodge, 33 W. Lambert Lane, Francis. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

May 10, 5-7 p.m.

“Business After Hours,” an Ogden-Weber Chamber of Commerce event. Location is Attention to Detail and Sunny Side Party Rentals, 1285 20th St., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests.

Details are at ogdenweberchamber.com.

May 11, 6-8 p.m.

“Business Essentials,” a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 12, 8:30-9:30 a.m.

“Business Before Hours,” a Point of the Mountain Chamber of Commerce event. Location to be announced. Details are at thepointchamber.com.

May 15, noon-1 p.m.

“Reasons Not to Focus on the Sales Experience,” a Cache Valley Chamber of Commerce event. Speaker is Jason Cutter. Event takes place online via Zoom. Free for chamber members. Details are at cachechamber.com.

May 15, 5-8 p.m.

Career & Wellness Expo. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Details are at boxelderchamber.com.

May 16-18

Eltropy 2023 User Conference, an inaugural event bringing together leaders from the credit union and community bank (CFI) industry for educational sessions, product demos and networking opportunities. Kimmie Davis, Natco Credit Union; Lisa Weinstein, Virginia Credit Union; and Kim Carlson, Pioneer Credit Union, will lead a panel to discuss “A Proactive Approach in Engaging Digitally to Increase Your Loan Portfolio and Prevent Delinquency.” Conference features eight panels addressing topics including increasing membership, fighting fraud, using AI to improve operations and reduce costs, and contact center efficiencies for delivering 24/7/365 service to credit union members. Location is Salt Lake City Marriott City Center, 220 S. State St., Salt Lake City. Cost is \$200. Registration can be completed at Eventbee.com.

May 16

NSF Grant Funding Workshops, presented by the Utah Innovation Center and focusing on how to obtain grant funding from the National Science Foundation. NSF programs include the Small Business Innovation Research (SBIR) and Small Business Technology Transfer programs. Event includes in-person option in Salt Lake City and virtual option. Cost is \$25, with discounts for

active students. Registration can be completed at Eventbrite.com.

May 16, 8:30-10 a.m.

“Better Your Business” Employer Seminar, presented by Utah Department of Workforce Services Workforce Development Division and the Wasatch Front South Employer Connection Advisory Board. Presenter Kyle Dillingham of the U.S. Department of Labor will discuss “Employment Law: What Employers Need to Know about FMLA and FLSA and How It Affects You.” Location is 5735 S. Redwood Road, Taylorsville. Virtual option is available. Free. RSVPs can be completed by emailing jlay@utah.gov.

May 16, 10-11:30 a.m.

Virtual Member Showcase, a Park City Chamber/Bureau event in which four to five chamber members will have about 5-10 minutes to introduce themselves and their businesses. Details are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

May 16, 10-11:15 a.m.

“How to Use Gmail, Google Docs & Google Ads to Grow Your Business,” a Women’s Business Center of Utah event, in partnership with Grow With Google. Event takes place online via Zoom. Free. Details are at wbcutah.org.

May 16, 10-11:30 a.m.

Third DEIBA Roundtable Discussion, titled “Ways Organizations Representing DEIBA Community Can Best Communicate with Advanced Manufacturing Companies,” presented by the Utah Advanced Materials & Manufacturing Association (UAMMI). Event is the third in a series focusing on diversity, equity, inclusion, belonging and accessibility. This roundtable will provide DEIBA organizations ways to create awareness and understanding of workforce and supplier requirements with advanced manufacturing companies. Angela Trego, UAMMI advisor on DEIBA, will kick off the roundtable with a presentation to set the stage about the workforce in advanced manufacturing. Fourth roundtable will focus on DEIBA in federal grants and how to find programs for organizations and companies to work together. Desari Reed, LSI grants specialist, will lead that discussion. Registration be completed at Eventbrite.com.

CALENDAR

from page 15

May 16, 11:30 a.m.-1 p.m.

Professional Development Series, a ChamberWest event. Speaker Chris Redgrave will discuss "Once in a Lifetime: Workplace Redesign and Its Impact." Location is Embassy Suites, 3524 S. Market St., West Valley City. Cost is \$25 for members registered by May 11, \$35 for nonmembers and members after May 11. Details are at chamberwest.com.

May 17, 8 a.m.-4 p.m.

"Applying Leadership Principles," a Frontline Leader Series event. Location is Salt Lake Community College's Westpointe Campus. Cost is \$250. Details are at <https://www.slcc.edu/corporate/training-calendar.aspx>.

May 17, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

May 17, noon-1 p.m.

"Promoting Women in Life Sciences," presented by BioUtah and the Women's Leadership Institute. Pat Jones, director of the WLI, will present the ElevateHER Challenge, with the goal of increasing the percentage of women in senior leadership positions, increasing the retention rate of women at all levels in an organization, and placing women on boards of directors, among many other goals. Location is Salt Lake Chamber, 201 S. Main St., Suite 2300, Salt Lake City. Free. Details are at <https://members.bioutah.org/events/details/the-elevateher-challenge-5572>.

May 17, 5:30-6:30 p.m.

Tax Planning Clinic, a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 17, 6-8 p.m.

Marketing Clinic, a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 18, 11:30 a.m.-1 p.m.

Monthly Luncheon, a Davis Chamber of Commerce event that features the annual mayoral roundtable discussion. Location is Davis Technical College, Allied Health Building, 435 S. Simmons Way, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

May 18, 11:30 a.m.-1 p.m.

Connect 4 Lunch, a Point of the Mountain Chamber of

Commerce networking event. Location to be determined. Details are at thepointchamber.com.

May 18, 5-7 p.m.

"Business After Hours," a Salt Lake Chamber event. Location is Project Connection, 2655 S. Lake Erie Drive, Suite B, West Valley City. Free for members and \$30 for nonmembers before May 15, \$20 for members and \$40 for nonmembers after May 16. Details are at slchamber.com.

May 18, 6-8 p.m.

"How to Start a Business 101," a Small Business Development Center event. Location is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 18, 6:30-8 p.m.

"How to Make Your Website Sell, So You Don't Have To," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 19, 8:30-10 a.m.

"Friday Connections Speed Networking," a ChamberWest event. Location is Valley Fair Megaplex Theatres, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

May 22, 8 a.m.-3:45 p.m.

2023 Zions Bank Wasatch Back Economic Summit, presented by the Park City Chamber/Bureau and the Heber Valley Chamber of Commerce, in partnership with Heber City, Wasatch County, Summit County and Park City Municipal. Event focuses on key economic issues facing Summit and Wasatch counties. Event features a "State of the Wasatch Back," informational presentations, breakout sessions, updates from elected officials and industry leaders, and networking opportunities. Morning keynote speaker Robert Spendlove of Zions Bank will present an overview of current economic conditions and a look ahead at the opportunities and challenges for 2023 and beyond. Lunch keynote speaker Sam Beard, founder of the Jefferson Awards and Gift Connect, will discuss the power of collaboration, the zero-to-five initiative, and its impact. Regional mixer takes place after the summit until 5:45 p.m. Location is Grand Summit Hotel at Canyons Village, 4000 Canyons Resort Drive, Park City. Cost is \$80. Details are at wasatchbackeconomicsummit.com.

May 23, 8 a.m.-3:34 p.m.

Utah Manufacturers Association Annual Golf Tournament. Check-in is at 7:30 a.m., followed by shotgun start at 9 a.m. Lunch and drawings follow golf. Location is Soldier Hollow Golf Course, 1370 W. Soldier Hollow Lane, Midway. Cost is \$850 for foursomes, \$450 for twosomes. Details are at <https://manufacturingutah.com/event/annual-golf-tournament/>.

May 23, 10 a.m.-5 p.m.

"Crosstalk 2023: Emerging Opportunities for Advanced Manufacturing Small Businesses in Aerospace & Defense," presented by the Utah Advanced Materials and Manufacturing Initiative (UAMMI), Utah Aerospace and Defense Association (UADA) and the College of Engineering, Applied Science & Technology at Weber State University-Davis. Keynote presenter is Thomas A. Lockhart Jr., director of capability and resource integration for the U.S. Space Command, discussing "The Space Force Program and Opportunities for Small Businesses in Advanced Manufacturing." Event activities May 22 include a welcome reception, 6-8 p.m., honoring women at the forefront of Utah's advanced manufacturing industry. Location is WSU-Davis, 2750 University Park Blvd., Layton. Registration can be completed at [Eventbrite.com](https://eventbrite.com).

May 23, 11 a.m.-1 p.m.

"Business Women's Forum 2023: Building the Future Workforce of Utah: How Community Leaders and Changemakers Can Make a Difference." Speaker Abby Cox, Utah's first lady, will share her perspective and actionable strategies, including fostering partnerships, investing in education, promoting apprenticeships, addressing the skills gap, and supporting diversity and inclusion. Location is Ken Garff Scholarship Club, Rice-Eccles Stadium, 451 S. 1400 E., Salt Lake City. Cost is \$35 for members, \$50 for nonmembers. Details are at slchamber.com.

May 23

Women in Business Golf Clinic, a ChamberWest event. Morning schedule is 8:15 a.m.-12:30 p.m. Afternoon schedule is 11:15 a.m.-3:15 p.m. Location is The Ridge Golf Club, 5055 S. West Ridge Blvd., West Valley City. Cost is \$95 for members by May 17, \$125 for members after May 17 and for nonmembers. Details are at chamberwest.com.

see CALENDAR next page

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CALENDAR*from previous page***May 23, 11:30 a.m.-1 p.m.**

Women in Business, a South Valley Chamber of Commerce event. Speaker Dr. Emily Blake of South Valley Women's Health Clinic and Lone Peak and Riverton hospitals, will discuss "Making Your Health a Priority." Location is Lone Peak Hospital, 11925 S. State St., Draper. Cost is \$20 for chamber members, \$25 for nonmembers. Details are at southvalleychamber.com.

May 23, 11:30 a.m.-1 p.m.

Women in Business, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

May 24, 8 a.m.-5 p.m.

"Move Utah Summit 2023," a Utah Department of Transportation event that brings together hundreds of subject-matter experts, including planners, engineers, health practitioners, community advocates, business leaders and policy-makers to discuss best practices for improving decision-making related to health, transportation and land use. Location is Salt Palace Convention Center, 100 S. West Temple, Salt Lake City. Cost is \$60. Registration can be completed at Eventbrite.com.

May 24, 11:30 a.m.-1 p.m.

"Business Success Series," a ChamberWest event featuring a funding panel. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at chamberwest.com.

May 24, noon-1:30 p.m.

"Solve the Business Puzzle: Start Small, Think Big: Planning for Growth," a Women's Business Center of Utah event. Presenter is Kimberly Vasquez, owner of Sent Consulting. Event takes place online via Zoom. Free. Details are at wbcutah.org.

May 24, 3-5 p.m.

WBN Networking Event, a Utah Valley Chamber of Commerce event. Speaker Tessa White, "The Job Doctor," will discuss how to unlock potential in the workplace, and strategies to get the job, negotiate the pay and build a career you love. Location is Saprea Event Center, Suite 100, 4101 N. Thanksgiving Way, Lehi. Cost

is \$20. Details are at thechamber.org.

May 24, 4:30-5:30 p.m.

"Business Before 5," a West Jordan Chamber of Commerce event. Location is Chili's, 3629 Center Park Drive, Jordan Landing, West Jordan. Free (pay for food and drinks). Details are at westjordanchamber.com.

May 24, 6-7 p.m.

"Facebook/Instagram Ads: Create and Manage Ads Like a Pro," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 25, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

May 25, 5-6 p.m.

Legal Clinic (in English and Spanish), a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

May 25, 5:30 p.m.

30th Annual "Distinguished Utahn," a BYU Management Society event honoring Steve Young, former Hall of Fame pro football player and businessman. VIP reception takes place 5:30-6 p.m., followed by general reception 6-6:25 p.m. and program 6:30-8 p.m. Location is Little America, 500 S. Main St., Salt Lake City. Cost is \$80. Sponsorships are available. Proceeds will fund needs-based scholarships. Details are at <https://byums.byu.edu/us-salt-lake/>.

May 25, 6-7 p.m.

Intellectual Property Clinic, a Small Business Development Center (SBDC) event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 2, 8 a.m.-2 p.m.

Box Elder Chamber of Commerce Golf Tournament. Location is Eagle Mountain Golf Course, 950 E. 700 S., Brigham City. Cost is \$400 per foursome. Details are at boxelderchamber.com.

June 2, 8-9 a.m.

"First Fridays Speed Networking," a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center at Salt Lake Community College, 9750 S.

300 W., Room 203, Sandy. Registration can be completed at Eventbrite.com.

June 6, 11:30 a.m.-1 p.m.

Topgolf Chamber Luncheon, a Point of the Mountain Chamber of Commerce event. Location is Topgolf, 484 N. Entertainment Way, Vineyard. Details are at thepointchamber.com.

June 6, 2-3:30 p.m.

WordPress Workshop, a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 6, 5:30-7 p.m.

"Build Your Dream Home," a Box Elder Chamber of Commerce event. Location is Brigham City Public Library, 26 E. Forest St., Brigham City. Free. Details are at boxelderchamber.com.

June 7, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

June 8, 11:30 a.m.-1 p.m.

Women in Business Luncheon, a Davis Chamber of Commerce event. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Cost is \$25 for members, \$35 for nonmembers. Details are at davischamberofcommerce.com.

June 8, 6-8 p.m.

"Business Essentials," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 9, 8:30-9:30 a.m.

"Business Before Hours," a Point of the Mountain Chamber of Commerce event. Location to be announced. Details are at thepointchamber.com.

June 13, 11:30 a.m.-1 p.m.

Women in Business Professional Growth Series, a ChamberWest event. Presenters to be announced. Location is Embassy Suites, 3524 S. Market St., West Valley City. Cost is \$25 for members by June 7, \$35 thereafter. Details are at chamberwest.com.

June 14, 11:30 a.m.-1 p.m.

"Park City Business University: Artificial Intelligence," a Park City Chamber/Bureau event. Location is Blair Education Center, Intermountain Park City Hospital, 900 Round Valley Drive, Park City. Details

are at <https://www.visitparkcity.com/members/chamber-bureau-events/rsvp/>.

June 14, 5-7 p.m.

"Business After Hours: Small Business Night," an Ogden-Weber Chamber of Commerce event. Location is Ogden Downtown Alliance Offices, 2411 Kiesel Ave., Suite 402, Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

June 14, 6-7:30 p.m.

"Online Marketing Fundamentals," a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 15, 10 a.m.-2 p.m.

Silicon Slopes AI Summit, including the celebration and launch of the newest Silicon Slopes Community Chapter: the Silicon Slopes AI Chapter. Location is Silicon Slopes, 2600 Executive Parkway, Suite 140, Lehi. Details are at silicon-slopes.com.

June 15, 11:30 a.m.-1 p.m.

Connect 4 Lunch, a Point of the Mountain Chamber of Commerce networking event. Location to be determined. Details are at thepointchamber.com.

June 15, 6-8 p.m.

"How to Start a Business 101," a Small Business Development Center event. Location is the Orem/Provo SBDC at Utah Valley University. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 16, Aug. 18, Sept. 15

2023 Golf Tournaments, presented by the South Valley Chamber of Commerce. Events take place June 16 at River Oaks, Aug. 18 at South Mountain and Sept. 15 at Glenmoor. Details to be announced at southvalleychamber.com.

June 16, 8:30-10 a.m.

"Friday Connections Speed Networking," a ChamberWest event. Location is Valley Fair Megaplex Theatres, 3620 S. 2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

June 20, noon-1 p.m.

"How Yelp Can Help Your Business," a Women's Business Center of Utah event. Speaker Corynn Benoit will discuss how businesses can use Yelp as a resource, all of the free tools that

Yelp has to offer, and how businesses can partner with the Yelp team for events and opportunities with Yelp Elite Squad. Event takes place online. Free. Details are at wbcutah.org.

June 21, 7 a.m.-3 p.m.

Annual ChamberWest Golf Classic, for ChamberWest members only and featuring a four-person scramble format. Registration and breakfast begin at 7 a.m., followed by an 8 a.m. shotgun start. Location is Stonebridge Golf Club, 4415 Links Drive, West Valley City. Cost is \$300 per twosome, \$600 per foursome. Details are at chamberwest.com.

June 21, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

June 22, noon-1 p.m.

Women in Business, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

June 21, 5:30-6:30 p.m.

Tax Planning Clinic, a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 21, 6-8 p.m.

Marketing Clinic, a Small Business Development Center event that takes place online. Details are at <https://clients.utahsbdc.org/events.aspx>.

June 22, noon-1 p.m.

Women in Business Meeting, a Box Elder Chamber of Commerce event. Location is Bridgerland Technical College, 325 W. 1100 S., Brigham City. Cost is \$10. Details are at boxelderchamber.com.

June 23, 4-6 p.m.

WeAngels Kickoff Party, hosted by Kinect Capital. WeAngels is a women-focused angel investment education group. Event will feature information about the WeAngels mission to support and invest in women-led startups. Location is Kiln, 26 S. Rio Grande St., No. 2072, Salt Lake City. Cost is \$50. Registration can be completed at Eventbrite.com.

June 24, 4:30-5:30 p.m.

"Business Before 5," a West Jordan Chamber of Commerce

SKYTRAC

from page 1

time, the company said it was considering several locations in Salt Lake, Davis and Weber counties for the project.

Go Utah documents at the time projected new total wages of \$79.4 million over 10 years and new state tax revenue of nearly \$13.6 million over that time.

LPOA also said it will ex-

pand operations at its factory in Grand Junction, Colorado, which also houses the base of its North American operations. News reports indicate that the company has purchased five acres adjacent to its 100,000-square-foot facility there to expand its manufacturing capacity.

The company's worldwide network, which is part of High Technology Industries Group, has installed more than 10,000 transportation systems in 61 countries that transport 8 million

passengers each hour.

LPOA is a North American subsidiary of Poma SA, a corporation with headquarters in France and a sister company of Leitner AG, a corporation with headquarters in Italy.

The Tooele facility will feature solar panels and a 162-foot-tall wind turbine able to generate 250 kilowatts of electricity, enough to meet 100 percent of its needs. The wind turbine was developed by Leitwind, a Leitner-Poma affiliate.

HANSEN

from page 1

making Utah the 'Crossroads of the World.'"

A private, nonprofit organization, WTC Utah promotes international trade and has partnered closely with the Governor's Office of Economic Opportunity to support the state's international engagement — from facilitating the state's trade missions and shows to hosting visiting diplomats — as well as the Utah Legislature to support the state's trade promotion efforts. It became a member of the World Trade Center Association as one of the few centers designated to a state rather than a city.

"The commitment made on Day One remains as strong today as it did then," Huntsman said. "From its humble origins and thanks to its impactful CEOs, WTC Utah is now a globally relevant organization with incredible momentum and impact. I am proud of where the organization is today, and I can't wait to see what the future holds."

In 2022, WTC Utah delivered more than 1,300 services to nearly 400 companies, resulting in \$152 million in new international business opportunities for the companies, the organization said. It also facilitated 147 matches between companies and global investment funds; took 86 companies on 15 international business trips; hosted 72 international business and diplomatic delegations from

around the world; organized 94 events with more than 7,500 attendees; and awarded 156 trade promotion grants to small Utah businesses.

Hansen serves as chair of the Utah Inland Port Authority's board of directors and as one of two business leaders appointed as a commissioner on the state of Utah's Unified Economic Opportunity Commission, as well as serving on other public and private boards.

Before becoming WTC Utah's president and CEO, Hansen was the director for Gulf affairs at the National Security Council in the White House. Prior to that, he served as a staff aide to the State Department's assistant secretary for Near Eastern affairs. As a diplomat, Hansen was the energy and economic officer at U.S. Consulate General Dhahran in Saudi Arabia's Eastern Province, where he served as a liaison with Saudi Aramco and advised U.S. government and private-sector leaders on the Saudi energy industry and economic reform agenda. He also served tours focused on Iran at U.S. Embassy Yerevan, Armenia, and the Iran Regional Presence Office at U.S. Consulate General Dubai.

Before joining the State Department as a Thomas R. Pickering Fellow, Hansen started his career in Utah as a special assistant in the office of the lieutenant governor. Hansen is a graduate of the Johns Hopkins University School of Advanced International Studies and Brigham Young University.

GARDNER

from page 1

"I have been privileged to know Kem and Carolyn Gardner and their family for more than 50 years," said Douglas D. Anderson, dean of the Jon M. Huntsman School of Business. "I know of no couple who has done more to build our community than Kem and Carolyn. They have helped lift our entire state through their support of education, the arts, and a host of civic activities, as well as through their great company, the Gardner Group. Their entrepreneurial spirit, deep love for our community, and leadership in ensuring a prosperous future for our state align perfectly with the values we want to imbue in the graduates of the Huntsman School. We hope our students will emulate their example, build relationships, and invest in sustainable practices as they

do. We are so honored to be able to recognize their many contributions."

The building, funded largely through private philanthropic support, is part of a campaign to provide experiential learning opportunities for all Huntsman School students.

"Over the past decade, the Huntsman School has become a premier hands-on learning center, with the ongoing development of its extracurricular and experiential learning offerings. This emphasis on learning by doing is why the Huntsman School plans to break ground on the Gardner Learning and Leadership Building," the school said in a release. The 45,000-square-foot, \$30 million building will house Huntsman's expanding experiential learning programs and create room for new hands-on learning initiatives. It will also include professional coworking space for student use for remote internships or other needs.

"Utah State University is a gem in our community," Kem Gardner said. "Carolyn and I are so pleased to join many others in supporting USU so that generations of Aggies may benefit from world-class education in Logan and find ways to contribute and build our community."

Utah State University President Noelle E. Cockett noted that experiential learning has always been one of her priorities.

"As someone who has been in higher education for the last 33 years, I understand, embrace, and endorse the value of hands-on education," Cockett said. "Under the leadership of Doug Anderson, the Huntsman School has created many amazing experiential experiences available to all USU students. I am so grateful to Kem and Carolyn for their support of this new building, which will greatly enhance the experiential learning delivered through the Huntsman School."

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CALENDAR

from page 17

event. Location is Chili's, 3629 Center Park Drive, Jordan Landing, West Jordan. Free (pay for food and drinks). Details are at westjordanchamber.com.

June 26, 7:30 a.m.-3 p.m.

2023 Golf Tournament, a Davis Chamber of Commerce event. Activities begin with registration at 6:30 a.m. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at davischamberofcommerce.com.

June 27, 8 a.m.-2 p.m.

Safety Awards Expo, a Utah Manufacturers Association event. Location is Salt Lake Community College's Westpointe Center, 1060 N. Flyer Way, Salt Lake City. Details are at <https://manufacturingutah.com/event/safety-awards-expo/>.

June 27, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location is Jeremiah's Lodge & Garden, 1329 W. 12th St., Marriott-Slaterville. Cost is \$25 for members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

June 27, 11:30 a.m.-1 p.m.

Women in Business, a South Valley Chamber of Commerce

event. Shauna Graves-Robertson, a Salt Lake County Justice Court judge, will discuss "My Journey to the Bench." Location is South Jordan Public Safety Building, Aspen Training Room, 10655 S. Redwood Road, South Jordan. Cost is \$20 for members, \$25 for nonmembers. Details are at southvalleychamber.com.

June 28, 11:30 a.m.-1 p.m.

"Business Success Series," a ChamberWest event. Location is Kearns Library, 4275 W. 5345 S., Kearns. Cost is \$25 per session. Details are at chamberwest.com.

June 28, noon-1 p.m.

"Solve the Business Puzzle: Elevate Your Pitch," a Women's Business Center of Utah event. Presenter is Jana Hassett of Jana's Journals. Event takes place online via Zoom. Free. Details are at wbcutah.org.

July 5, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

July 7, 8-9:30 a.m.

"First Fridays Networking," a West Jordan Chamber of Commerce event. Location is Miller Free Enterprise Center at Salt Lake Community College, 9750 S. 300 W., Room 203, Sandy. Cost is \$5. Registration can be completed at Eventbrite.com.

July 11, 11:45 a.m.-1 p.m.

Patriotic Chamber Luncheon, a Point of the Mountain Chamber of Commerce event. Location is The Rooftop, 139 Hunter's Grove Lane, No. 400, Lehi. Details are at thepointchamber.com.

July 12, 5-7 p.m.

"Business After Hours," an Ogden-Weber Chamber of Commerce event. Location is Ogden Pioneer Stadium, 668 17th St., Ogden. Free for chamber members and first-time guests, \$10 for nonmember guests. Details are at ogdenweberchamber.com.

July 17, 7:30 a.m.-3 p.m.

July Golf Tournament, a Davis Chamber of Commerce event. Registration and other activities take place at 6:30 a.m. Lunch will take place when golfing is finished. Location is Valley View Golf Course, 2501 E. Gentile St., Layton. Details are at davischamberofcommerce.com.

July 18, 11:30 a.m.-1 p.m.

Women in Business Luncheon, an Ogden-Weber Chamber of Commerce event. Location to be announced. Cost is \$25 for WIB members and first-time guests, \$35 for nonmembers. Details are at ogdenweberchamber.com.

July 18, 11:30 a.m.-1 p.m.

ChamberWest Professional Development Series. Topics/presenters to be announced.



CLASSIFIED

CAREERS

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Senior QA Engineer sought by tZERO Group, Inc. in Salt Lake City, UT to design & develop strong test cases & execute test cases & scripts, including systems integration, regression, database, & performance testing. Position allows telecommuting from anywhere in the U.S. Salary: \$130,000 - \$140,000 per year. Send resumes to hr@tzero.com. Must specify ad code NSRR

Location is Residence Inn by Marriott, 7558 S. Plaza Center Drive, West Jordan. Cost is \$25 for ChamberWest members with advance registration by July 12, \$35 for nonmembers or for members after July 12. Details are at <http://chamberwest.com>.

July 19, 11:30 a.m.-1 p.m.

Business Alliance Networking Luncheon. Location is Boondocks Fun Center, 525 Deseret Drive, Kaysville. Details are at davischamberofcommerce.com.

July 21, 8:30-10 a.m.

"Friday Connections Speed Networking," a ChamberWest event. Location is Valley Fair Megaplex Theatres, 3620 S.

2400 W., West Valley City. Cost is \$5 for chamber members, \$10 for nonmembers. Details are at chamberwest.com.

July 24, 4:30-5:30 p.m.

"Business Before 5," a West Jordan Chamber of Commerce event. Location is Chili's, 3629 Center Park Drive, Jordan Landing, West Jordan. Free (pay for food and drinks). Details are at westjordanchamber.com.

July 27, noon-1 p.m.

Women in Business Meeting, a Box Elder Chamber of Commerce event. Location to be announced. Cost is \$10. Details are at boxelderchamber.com.

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